

Message Text

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ORIGIN EUR-25

INFO OCT-01 ISO-00 PM-07 NSC-10 SPC-03 SS-20 RSC-01 L-03

CIAE-00 INR-10 NSAE-00 DODE-00 PRS-01 EB-11 COME-00

OMB-01 TRSE-00 MC-02 /095 R

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APPROVED BY EUR/CE:SGEORGE

PM/SAS:RWSMITH

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P R 052141Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY VIENNA PRIORITY

INFO AMEMBASSY BERN

C O N F I D E N T I A L STATE 238259

E.O. 11652:GDS

TAGS: MASS, AU, SZ

SUBJECT: PROPOSED F-5E SALES TO AUSTRIA AND SWITZERLAND

1. NORVAL K. HEATH, NORTHROP'S REGIONAL SALES MANAGER FOR EUROPE, PLANS TO VISIT VIENNA DECEMBER 9-13 IN ORDER TO FOLLOW-UP USAF LETTER OF OFFER OF SEPTEMBER 28 FROM COLONEL JOSEPH DULIN, AFLGF. PROPOSED SALE WOULD TOTAL TWENTY-FOUR F-5E "TIGER II" AIRCRAFT. HEATH, WHO WILL BE STAYING AT HOTEL BRISTOL, HAS BEEN ADVISED BY EUR/CE TO CONTACT ECONOMIC/COMMERCIAL COUNSELOR BARDACH UPON HIS ARRIVAL. (HE HAS LEARNED THROUGH NORTHROP'S STUTTGART OFFICE THAT EMBASSY VIENNA IS ALREADY PLANNING A SUPPORT EFFORT.)

2. ALTHOUGH HEATH DOES NOT PLAN TO VISIT SWITZERLAND AT THIS TIME, NORTHROP FEELS THAT PROGRESS IS BEING MADE IN THAT MARKET ALSO. A SWISS FLIGHT EVALUATION TEAM RECENTLY FLIGHT-TESTED THE F-5E AT WILLIAMS AFB, PHOENIX. THEY TOLD NORTHROP THAT THEY HAD REPORTED TO THE GRD ON NOVEMBER 30 THAT THEY WERE "SURPRISED" AT THE PERFORMANCE OF THE F-5E WHICH THEY FOUND "TO CONFIRM -- AND, IN MOST CASES, TO CONFIDENTIAL

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EXCEED -- NORTHROP'S PERFORMANCE DATA." MEMBERS OF THAT

TEAM HAVE NOW JOINED A SWISS TECHNICAL TEAM IN LOS ANGELES FOR TALKS AT NORTHROP. THE GROUP IS EXPECTED TO "FORMALIZE MINUTES" ON DECEMBER 7, AFTER WHICH SOME WILL RETURN TO BERN TO REPORT TO THE GRD AND THE REMAINDER WILL COME TO WASHINGTON FOR FURTHER DISCUSSIONS WITH THE DOD. THE NUMBER OF

AIRCRAFT UNDER CONSIDERATION IS 60 TO 100. KISSINGER

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